

## W. L. FRY SHOWS FOUR DOOR BODY

Removable Partition Separates  
Driver From Passengers in  
Open or Closed Car.

Every year when the big automobile show rolls around its most interesting features are the new offerings. The Springfield Body Company of Springfield, Mass., always a leader in new body designs, comes out this year with what has been called by some the ultimate in automobile body utility, convenience and comfort. It is the new four door Springfield type body—the first design of its kind to enter the medium price car class.

The Springfield company, starting with the Springfield metal body back in 1904, has developed its product by various stages until the new four door offering presents itself. After the metal bodies came the convertible bodies with folding top. Then was produced the convertible body with permanent roof, a product rich in advantages for wealthy owners.

Not content with these achievements, Walter Fry, president of the Springfield Body Company, started the industry with the announcement that he would build the Springfield type bodies in quantities at a lower cost of production for medium priced cars. That was a year ago, and he has fulfilled his promise. Now comes the most attractive design of all—the new four door body.

The first Springfield type body to be built in quantities was the two door sedan. About the only objection to this design was the fact that the chauffeur in entering the car was compelled to step directly in front of the passengers and often on their feet in order to get to the driver's seat. To overcome this disadvantage a door for the driver was placed in the left front of the car, while the passengers entered through a door in the center of the car on the right side.

Although this type of car overcame the disadvantage of the previous design, Fry thought there was still room for improvement and the result is the four door type with removable partitions between the driver's seat and the tonneau which is attracting so much attention at the show this week. The new design affords the user a combination of practically every type of body desired.

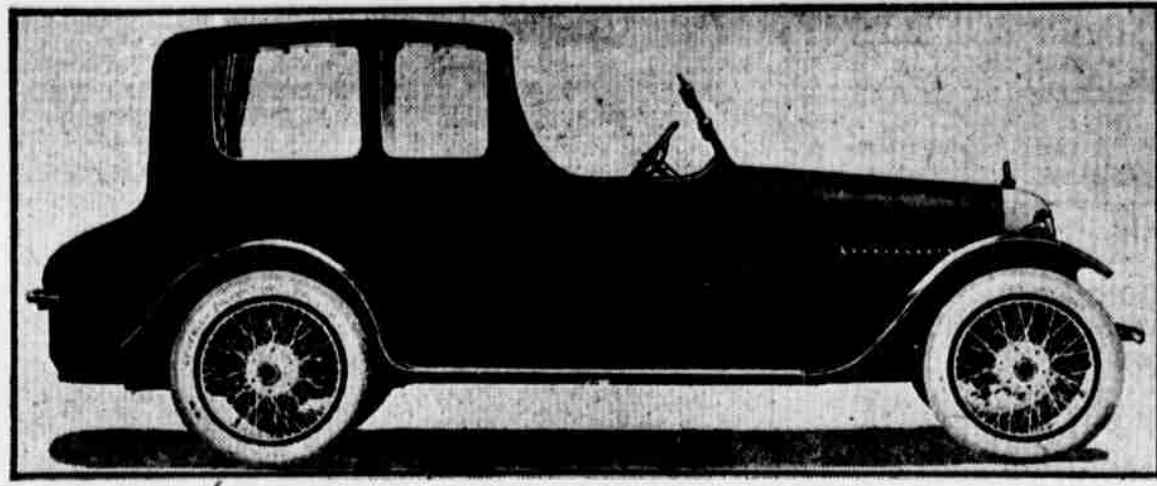
By lowering all of the windows and leaving the partition out, the owner has the ever popular open touring car with a permanent roof, giving absolutely open vision from the windshield to the back of the body. Not even a piece of framework is left above the body rail. By placing the partition between the driver and the tonneau, the user has a touring car with the chauffeur separated from the passengers. Another advantage in this arrangement is that the partition shields the passengers from wind and dust.

With the partition up and simply by raising the rear quarter windows and tonneau door windows, one finds available a closed limousine. For protection to the chauffeur the side windows in front can also be raised and the whole car is given the same effect as that of a Berlin limousine.

In case one of the passengers desires to drive the car and dispense with the services of the chauffeur for the time being at least, the partition is instantly removable and the car is immediately transformed into a sedan.

"It is the only automobile body on earth equally adaptable to the requirements of the rich and poor," said Fry at the show last night. "If you have a chauffeur it is especially designed to accommodate one. If you drive your own car it is exactly the right style of big car for your use, because there is no chauffeur's compartment to annoy you. It answers every requirement and I am sure it will be one of our biggest sellers."

## New Pathfinder Twelve Cylinder Town Car.



## MANY ROADS OPENED BY PATHFINDER CO.

Auto Concern Mapped Out  
Transcontinental and Other  
Routes for Motorists.

Ever since the Pathfinder was first designed and introduced the Pathfinder company has been noted for the importance it gave the human element in its plans and aims. Whether one goes across the continent or not the influence for good roads brought about by the discussion and the path finding is a great help to motorists.

Possibly the most noted transcontinental traveler of all time is old "Lena," a Pathfinder which has eleven transcontinental journeys to its name. All the early journeys were made by it when the roads were mere trails, and some of them totally unexplored by motor car up to that time. The Westward brothers did many of their early trail explorations at the wheels of Pathfinders, and data gathered by them in the early days are still the basis of route information on every important cross-country highway.

Erna Meeker, the noted pioneer who has sixty-four years of earnest labor for good roads to his credit, completed last season in his eighty-fifth year his most recent cross-continent trip in a Pathfinder twelve cylinder car, the body of which was converted to a "schoolhouse" type vehicle similar to the prairie schooner in which he first crossed on the Oregon Trail with the help of two oxen.

In speaking of his experience he says: "The car is as easy riding as a crack continental railroad train. I am 85 years old and it speaks well for automobile engineering and construction when at my age I can ride over 200 miles in one day and not be fatigued as much as by twenty miles in my original prairie schooner. I also find that when riding at forty miles an hour one does not realize the speed because of its smoothness."

The venerable pioneer and good roads enthusiast attracted a world of attention wherever he went this year and helped sustain the Pathfinder's record of big human appeal.

**Loading and Sporting.**  
On the eight cylinder King there is a duplex carburetor that has a "load" range for ordinary driving and a "sporting" range for great speed and emergencies.

## DEMAND CONTINUES WHEN PRICES RISE

Advances All Along the Line  
Do Not Check Prosperous  
Motor Buyers.

"The very thing that has proved to be the best that ever happened to the automobile industry came in threatening guise and had us all scared stiff for a time," said R. C. Ruechaw, sales manager of the Reo Motor Car Company, yesterday.

"I refer to the necessity of tilting prices, with which we, in common with all other automobile manufacturers, were confronted a few weeks ago and which has not yet disappeared by any means."

"When, some months ago, it became apparent that if prices of materials continued to soar, it would be necessary for all makers to increase prices of the finished product, we were mighty anxious about the outcome."

"Nobody halted the prospect with delight—the dealers least of all. They were convinced to a man that a price increase would be fatal. They were certain the demand would drop off to nothing. When told that unless conditions changed radically and soon the manufacturers' profits would be wiped out and prices would have to go up, the dealers preferred to handle the cars on a smaller discount basis rather than to risk an increase of list price."

"Here entered in a factor of which I doubt the average buyer was conversant; namely, that dealers' discounts on automobiles of standard makes had long since been cut to the limit. It is very much less than it is on articles such as furniture, pianos, farm implements and other staples."

"Prices of both materials and labor did continue to go up, and since it was a condition and not a theory with which manufacturers were confronted, one after the other bowed to the inevitable, and the public saw higher prices."

"Then a strange thing happened. Instead of the demand dropping off, as we all had anticipated, the automobile business has enjoyed one of the biggest booms in its history."

"This last December was the biggest December we have ever known. It was more like May."

"Analyzing the situation, it seems this was due to three things: First, the prevailing prosperity which enables many people to buy even at the advanced prices who were not previously able to buy at all; and second, experience had taught buyers that the only time to get a prompt delivery is in the winter. When the spring rush sets in, early in February, it means weeks, even months of delay—with a shortage of all standard makes of cars at the end."

"But the third reason, and the phase about which I started to speak and which I think is the best thing that ever happened to the automobile industry, was the fact that the public became aware all at once and for the first time, that automobiles are actually made and sold on a smaller percentage of profit than almost any other commodity, not even excepting the staple foodstuffs you buy in the stores. And, inasmuch as 90 per cent of buyers are engaged in some line of business themselves, they knew market conditions and so they anticipated a still higher increase in materials; a still further advance in the price of automobiles was to be expected. So they rushed to get under cover while there was yet time."

"The net result has been to place the automobile industry on a firmer foundation in the minds of buyers and to prove to them in the most conclusive way that you do actually receive a higher percentage of value for your money in the purchase of a motor car than in almost any other commodity."

"We Reo folk have, so far, steadfastly held out and refused to advance prices. This is not to say, however, that we can continue to do so—though I will say that it is the Reo policy to hold to its present prices just as long as the quality can be maintained and the product can be made without actual loss."

"Some people have wondered why we did not, during the past year, accelerate our factories and try to more nearly take care of the big demand. The reason was it was impossible to get materials up to our specifications beyond the point where we had covered with contracts a year or two previously."

"We are now in a position to increase our production and to meet the demand for our cars as never before."

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## COLUMBIA MADE BY MANY EXPERTS

Well Known Men in Industry  
Associated With New  
Car Company.

The new Columbia Six, which has caused a stir in motor circles, is being shown for the first time at the automobile show. The Columbia has numerous features which make it stand out distinctly in the American motor car field. It is moderate in price, but in design of body and in the quality and completeness of its equipment may be compared favorably with the costlier cars.

The Columbia Six makes its debut in motor car society with the great advantage of having included in its construction the things that are best in other cars. And in addition to this there has been added an originality of engineering and designing which adapt it especially to the requirements of the woman driver, who in this car has been provided for in several ways. Perhaps the feature Mrs. Motorist will find most desirable is the exceptionally light clutch, which eliminates muscular exertion to such an extent that a child may operate it with ease.

Realizing that they can turn out a car of greater refinement and greater value by concentrating on one model, the Columbia officials are building but this one model five passenger car.

The officials of the Columbia Motors Company of Detroit are men of an unusually broad experience in the manufacture and sale of automobiles.

J. G. Rayerline, president, formerly was president of the King Motor Car Company, and has been associated with some of the most successful companies in the field. He started with the Olds Motor Works, and later was identified with the Hudson Motor Car Company and others.

William E. Metzger, vice-president, one of the founders of the E-M-F Company, which subsequently became the Studebaker Corporation, is known from coast to coast by dealers and by the public.

A. T. O'Connor, secretary and treasurer, formerly with the Studebaker and Ford Motor companies, has had a wide experience in the automobile business and is favorably known throughout the country.

Walter L. Daly, sales manager, formerly was sales manager of the King Motor Car Company. Dealers everywhere know him as a man upon whom they can depend for co-operation in sales work, advertising and deliveries.

## The Rim King.



LOUIS H. PERLMAN.

A notable figure in the automobile world to-day is Louis H. Perlman, who recently established the validity of his de-mountable rim patent after a hard ten year legal battle. The outcome of the decision has resulted in the organization of the Perlman Rim Corporation.

Its officers are W. C. Durant of the Chevrolet Motor Car Company; Louis G. Kaufman, president of the Chatham and Phenix National Bank, and Mr. Perlman. Two factories owned by the Perlman Rim Corporation are now in operation, one at Jackson, Mich., and the other at Utica, N. Y. They are making 4,000 sets of de-mountable rims daily, or a total of 1,000,000 sets a year.

It is Mr. Perlman's intention to devote the whole of his time to the manufacture of de-mountable rims, and his efforts in this direction will be divided between the two factories and the New York offices. The establishment of the rim company is the realization of Mr. Perlman's great endeavor and compensates him for his years of waiting, his trials and struggles, disappointments and his lavish expenditure of time and money.

## JEFFERY QUAD A BIG SUCCESS

Production to Be Increased to  
Meet Demand—4,000  
Now in Use.

Production of Jeffery quad trucks will be considerably increased, according to C. W. Nash, president of the Nash Motors Company. The marked success of this quad truck has resulted in a demand which will call for a bigger production schedule. This truck will be one of the features of a complete line of commercial vehicles to be manufactured by the Nash company.

"When the Nash Motors Company acquired the Jeffery factory," said Mr. Nash yesterday, "one of its most impressive features was the Jeffery quad truck. Wherever I have heard trucking problems discussed, and particularly in those industries that combine heavy hauls with the extremes of bad roads, the Jeffery quad has been much commented on. After an investigation I learned that

more than 4,000 quads are in daily service in fifty-five lines of trade, and are doing work in twenty-three different foreign countries.

"In army work, where a truck is put face to face with the most adverse conditions, the quad has made a wonderful record. The armies of the various warring nations are using hundreds of quads for the most difficult kinds of field service. The Signal, Aviation and Marine Corps and the Quartermaster's Department of the United States army are all big users of the quad."

"I have had considerable experience in the manufacture of motor trucks and after going over the Jeffery quad and construction were correct, the materials of the finest and the workmanship of the highest quality."

As the name indicates, the Jeffery quad drives on all four wheels. It has two or three wheels slip and fail to gain traction, all power is automatically transferred to the remaining wheels that have secured a foothold. The fact that it also steers on all four wheels permits it an exceptionally small turning radius and by braking on all four wheels a safe control under all conditions is assured. The truck is considerable of a gymnast. Carrying a two ton load it scales the steepest grades or negotiates the deepest mud or sand without apparent effort.



Jeffery Six \$1465

**THIS** big, roomy seven passenger Jeffery Six Touring Car will impress you as rare value at \$1465. It is perfect in every detail—handsome streamline body—divided front seats.

Its 53 horsepower motor combines giant power with marked economy.

Sixes are priced as follows: 7 Passenger Touring Car, \$1465; Roadster, \$1435; 7 Passenger Sedan, \$1630; Sedan Combination, \$1690. Fours: 7 Passenger Touring Car, \$1095; 7 Passenger Sedan, \$1260; Sedan Combination, \$1320.

See the Jeffery Six and the complete line of Jeffery Motor Cars at the Automobile Show

and at Forester Motor Car Co., 1751 Broadway

**THE NASH MOTORS COMPANY.**  
**KENOSHA, WIS.**

Makers of Jeffery Cars and Trucks Including the Jeffery Quad



## The Steam Car has Come into its Own

The most strikingly new development in motor car construction that you will see at the show this year is

## The Doble Steam Car

You will find it at the Grand Central Palace—Fourth floor—D-9 and 10.

General Engineering Company  
Detroit, Michigan

## Why the Pierce-Arrow cannot be exhibited

The greatest thing about the Pierce-Arrow Car will not be exhibited at the Auto Show.

You will find at the show beautiful examples of Pierce-Arrow workmanship—painting, upholstery, finish, appointments. It is all as fine and good as a lady's boudoir. But they are no more the real Pierce-Arrow Car than Caruso asleep is Caruso singing Rigoletto.

The real Pierce-Arrow exhibit is the estimation in which it is held by its owner, the service that it renders steadily and day after day over a long term of years, under all sorts of conditions. Paint, varnish, upholstery—these are but the costume. Ability, dependability, comfort, safety, peace of mind—these are the things that Pierce-Arrow gives its owner in such full and unstinted measure that it is worth while to dress the car like a princess, because there is worth behind that beauty.

Nevertheless, there are Pierce-Arrow Cars at the Auto Show, and more at the salesrooms in West 54th Street.

New York Sales:

Harrolds Motor Car Company  
233 West 54th Street

New Jersey Sales:

Ellis Motor Car Company  
416 Central Ave., Newark

## Here We Show The Full Reo Line

TEN REOS to choose from the coming year—a car for your every need, including the needs of your business.

DOES THAT SOUND flippant? We assure you we do not mean it so. Nor is it far-fetched by any means.

IN TRUTH we do not know of anyone who owns one of every Reo model, but we could name several who own as many as four or more Reos of different types.

IT ISN'T UNCOMMON to find business men who own both 2-Ton and 4-Ton Reo trucks, and one or more Reo pleasure cars as well.

AND IT ISN'T DIFFICULT to think of many who might profitably own even more of every model.

ONE THING IS SURE: You find more Reo models in the same owner's garage than of any other make.

THAT'S BECAUSE once a man owns a Reo he is "sold" on Reo quality, Reo dependability, and Reo low cost of upkeep.

SO WHEN HE DOES need another car or truck, either smaller or larger than the one he has, first thing he does is to find out whether Reo makes such an one.

"50 PER CENT OVERSIZE" in all vital parts, the Reo standard factor of safety, is in all Reos—look them over at the show.

LET A REO MAN go over the stripped "cut out" chassis with you.

THEN YOU'LL KNOW why Reos are so reliable and so almost unbelievably economical in upkeep.

NOT THE CHEAPEST to buy—but the cheapest to own—that is the Reo slogan.

All prices are f. o. b. Lansing, Michigan

**Reo Motor Car Company**  
Lansing, Michigan

**Reo Motor Car Co. of N. Y. Inc.**  
Broadway at 54th St.  
New York City, N. Y.

Brooklyn Branch,  
1280 Bedford Ave.,  
Brooklyn, N. Y.

New Rochelle Branch  
New Rochelle, N. Y.

Newark Branch,  
37-39 William St.,  
Newark, N. J.  
(S-140)

**Reo 2-Ton Truck**  
Price \$1650

**Reo 4-Ton Truck**  
Price \$2400

**Reo 6-Ton Truck**  
Price \$3400

**Reo 8-Ton Truck**  
Price \$4400

**Reo 10-Ton Truck**  
Price \$5400

**Reo 12-Ton Truck**  
Price \$6400

**Reo 14-Ton Truck**  
Price \$7400

**Reo 16-Ton Truck**  
Price \$8400

**Reo 18-Ton Truck**  
Price \$9400

**Reo 20-Ton Truck**  
Price \$10400

**Reo 22-Ton Truck**  
Price \$11400

**Reo 24-Ton Truck**  
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**Reo 26-Ton Truck**  
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**Reo 28-Ton Truck**  
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**Reo 30-Ton Truck**  
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**Reo 32-Ton Truck**  
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**Reo 34-Ton Truck**  
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**Reo 36-Ton Truck**  
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**Reo 38-Ton Truck**  
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**Reo 40-Ton Truck**  
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**Reo 42-Ton Truck**  
Price \$21400

**Reo 44-Ton Truck**  
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**Reo 46-Ton Truck**  
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**Reo 48-Ton Truck**  
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**Reo 50-Ton Truck**  
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**Reo 52-Ton Truck**  
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**Reo 54-Ton Truck**  
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**Reo 64-Ton Truck**  
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